RICHMOND, VA., SUNDAY, MARCH 5, 1911.

PRICE FIVE CENTS

## IUBACCO IS KING IN WINSTON-SALEM

Great as a Leaf Market and Greater as a Manufacturing Centre.

REYNOLDS PLANT THE BIGGEST YET

Twenty-Two Acres Covered With Mammoth Buildings and Vast Machinery-Twentieth Century Methods for Manufacturing Chewing and Smoking Tobaccos.

C., March 4 .-Salem, the old historic and rge Washington

few, if any, industries the industrial Southland not represented and well rep

Tobacco in the Lend. kinds of industries and manu-ing enterprises dourish here the surrounding warehouse was established, leaf buy followed, factories were started and in a very little while the chewing to-baccos made in Winston of the supersection had struck the popular taste and was known all over the South. The market, with four warehouses, is now selling from 20,000,000 to 25,000,000 pounds of leaf per annum, and the factories here use up every pound of it, and more than twice as much more bought in other markets, the where close to 55,000,000 pounds of chewing and smoking tobacco per year, or at least, will be this year. The raw leaf required to make up this much of the finished goods amounts to between 65,000,000 and 70,-

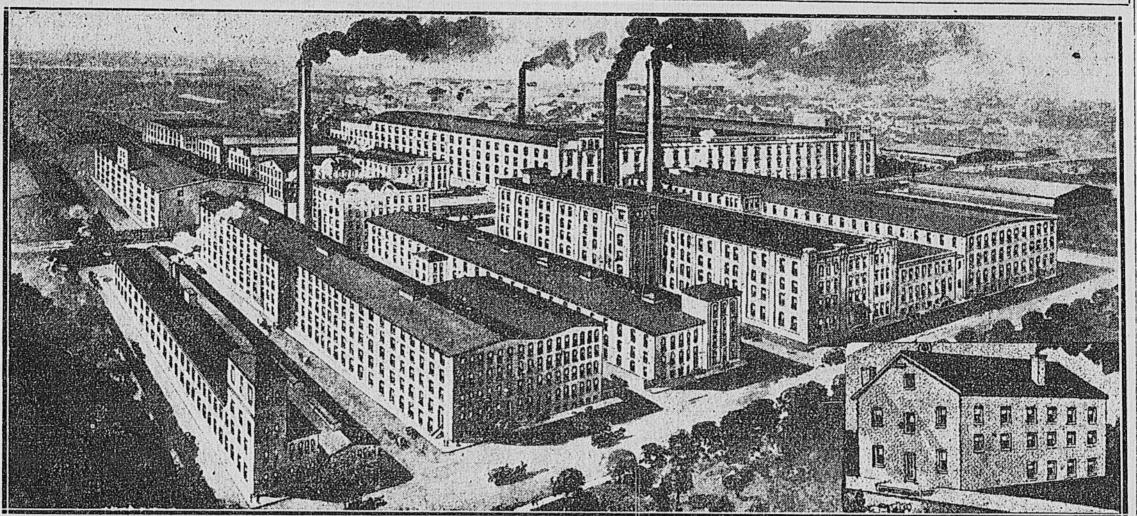
300,000 pounds. Whole City of Boomers. One thing I have found in Winston-Salem that I especially like is the inclination on the part of everybody here to talk up their city. Every man one meets wants to tell you about the greatness of the town, and he wants plug chewing; and just a little mite of

Grew from Small Beginning. He started a little factory on a back street in the then village, and the first year he made and sold about 80,000 pounds of plug chewing tobacco. seemed to see better things ahead and his ambition grew, and after a while he proclaimed that the extreme height of that ambition was to be the biggest tobacco manufacturer in the town. In two years Reynolds had reached that height, for at that time the output of the biggest factory in the town other than his was a fracion over 400,000 pounds, and his was 500,000. His business was still growing, his brands becoming more and more popular, and he set his pins for a million pounds per year and enlarged his fac-tory accordingly. The million-pound size was soon reached and the ambition was then enlarged and no limit

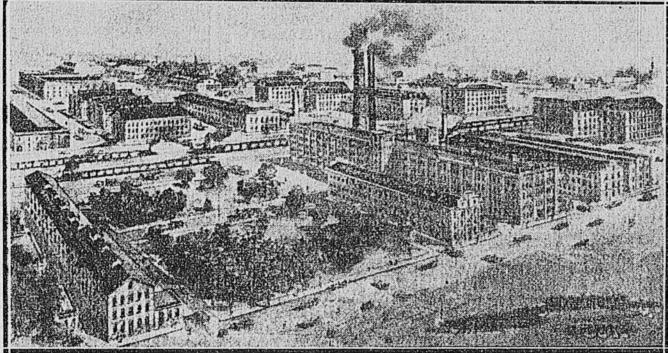
set upon it. To go into the details of this continued annual growth of a great in-dustry would make a long and some-most complete, modern outfit of ma-lity of actual sales followed. One of what tedlous, although a thrilling, story. Suffice it to say the immense enterprise has been enlarged from year to year (and is still being enlarged) until now the plant of the R. J. Reynolds Tobacco Company is said to be sandstone formation, and has entered.

Most complete, modern outlet of matching of actual sales followed. One of the best informed agents in the city told me that he had no doubt that \$1,000,000 of negotiations were on during the week, and something less than all the largest establishment of its kind. the largest establishment of its kind (Continued on Third Page)

REYNOLDS TOBACCO CO.'S PLANT AT WINSTON-SALEM



The Plant To-Day.



## REAL ESTATE AND FIRMNESS IN IN OLD VIRGINIA BUILDING NEWS TOBACCO MARKE

New Source of Wealth in Lee Speculative Fever Breaks Out Deliveries Not So Large-Ship-County-Digging for Rich Grease.

in the County-Good Roads.

some of the big enterprises while so, journing here. To save my scalp, 1 took in several, but limited space will some timited space will operated in Powell's Valley, has just 1 took in several, but limited space will not allow me to tell of more than one at this time. That shall be the R. J. Reynolds Tobacco Company's big plant, which is the largest of several. When which is the largest of several. When which is the largest of several. When winston-Salem became a tobacco market the same and the truth is that cerit in developments in recent months of the growers to rush their leaf to market at man gets at one than one time and the hardening of the list of the recent past. The truth is that cerit in the hands of the growers to rush their leaf to market at man gets at the string in the hands of the growers to rush their leaf to market at man gets at the one hand and the hardening of the list on the rail operated in Powell's Valley, has just in the hands of the growers to rush their leaf to market at man gets at the string in the hands of the growers to rush their leaf to market at man developments in recent months in the hands of the growers to rush their leaf to market at man developments in recent months in the hands of the growers to rush their leaf to market at man developments in recent months in the hands of the growers to rush their leaf to market at man developments in recent months in the hands of the growers to rush their leaf to market at man developments in recent months in the hands of the growers to rush their leaf to market at man developments in recent months in the hands of the growers to rush their leaf to market confidence of the so carly in what used to be called the dustries that could help wonderfully in the best time from the rail developments in recent months and the wellopments in recent months and the wherefore that a man get at to a special properties of the absence of shall prove the state on the rail rode from the factor be recent in onths in the hands of the grower than development in ket there came to the town a young careful in his investigations, and sure goods and notion house and department advice. The tobacco year is but half man from Patrick county, Va., and his of his game before he wastes his amname was Richard J. Reynolds. He munition. Mr. Marsden and his assocame with a head full of sense, a ciates made a thorough investigation moth building through from Broad to came with a head full of sense, a ciates made a thorough investigation world of energy and ambition, a lot of experience in the tobacco business, having gone all the gaits from sowing the seed in plant beds on his father's are fully satisfied that they have here on that heretofore strictly residence in the rights of the rights of the rights of the street, and at the same time created in farm up through the cultivation of one of the richest oil fields of the street, and at the same time created in the weed and to its manufacture into whole country. It is located in the the minds of the speculators and invesbeautiful and historic Powell's Valley. tors an idea that there may be good one of the most beautiful valleys of pickings along Grace Street, all the the entire Appalachian region. It is way from Ninth to-well, to anywhere bounded on the south by the Powell's out to the point where it butts into Mountain, which runs from northeast to southwest, and on the north by the thoughts and speculations have had a Kentucky State line, showing a perfect both pro and con-inquiries from inbasin formation, the centre of the valley being the lowest, and the formation gradually rising in conformity with the hills from the valley in the direcformation lying almost flat in the val-ley, extending from the northeast to

> mile of the Tennessee line, where it gradually rises. Digging Deep Wells. This basin has an area of about forty-five square miles, or about 28,000 acres, all of which is considered, by all oil experts, to be good producing oil territory. After Mr. Marsden and his as-sociates had satisfied themselves of the certainty of the rich oil field in summed up in the statement that while this basin, they secured leases on about there was a James River lowgrounds

into shale, with a good showing of oil.

(Continued on Third Page)

Afresh-Grace and Broad Streets in Limelight.

Ideas of Real Values. Troubles of Agents.

Cumberland, or Stone, Mountain, at the tendency to create a lot of inquiries vestment buyers and inquiries from folks who want to sell, and have want ed to sell for a long time, but in view of the new excitement pretend that they are not so awfully anxious as they were at one time supposed to be All of these inquiries from divergent the southwest, until within about one points have kept the real estate agents very busy, yes, wonderfully busy, with inquiries and inquirers; but, as one of the agents said to me yesterday morn-

> ways pay commissions." A Speculative View.
> It may be that this remark of the agent opens up a fine view of the situ-ation of last week, which may be Another agent of more or less prom- of the leaf. inence tackled me on the street and in

(Continued on Last Page.)

pers Very Active-Burley Stock Very Firm.

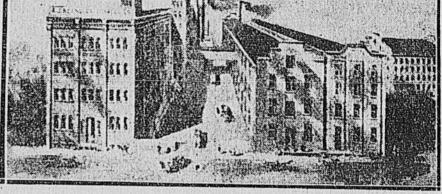
hausted-Growers Who Reject Good Advice.

of last year having been already mar- beginning to regard the Sabbath as a keted, it is no wonder that the de-liveries on the warehouse floors of all mental weariness." the Virginia and Carolina markets

"Regie" buyers found that their orders dent of the Presbyterian department sure that they are indeed squarely were larger than they had heretofore acknowledged them to be. The ship ping stocks sold higher than and every seller was pleased with the church attendance are correctly enum erated. "But." says he, "another fac-

were mainly by rall, the wagon trade stock in their barns were too busy with plowing and other home work to hitch up and come to market. Altogether about 750,000 pounds of dark stock was sold, and the prices received were pleasing to the sellers.

Possibly half a million pounds of Eurley was auctioned off during the week, and the prices were stiff, the Churches must go after new buyers seeming eager for this type The package men, while reticent



THE PLANT IN 1801.

## VIEWS AND NEAR VIEWS, · HINTS AND SUGGESTIONS

Despise Not Day of Small Things-Churches and Advertising-"Edicated Farmers"-Scottsville's City Fathers-Railway Men Not Despondent—Suggestions in Brief.

niture factory, or wagon or buggy factory that has a big pay roll, employs many men and sells goods all over the country, thus bringing a lot of outside money to the town is a but at the same time the smaller in dustries should not be neglected. I NEW YORK MEN INTERESTED GREAT INQUIRY—SMALL SALES LITTLE STOCK LEFT IN BARNS terprises than to have just one very Many Good Things to Be Found Property Owners Have Inflated Crops of Last Year Nearly Extories, its big wood-working estab-lishments, and all that, employing thousands of hands, but, all the same Richmond would not be the great a college course Richmond would not be the great manufacturing and commercial centre it is but for its twine factories, its heel tap factories, its broom factories, though even in that it will help, but

ance at the churches in big cities is a problem that many ministers have Such a large percentage of the crop in stores or offices or factories are

The above is clipped from a New gures offered at auction.

The deliveries of sun-cured stocks tors enters into the decreasing attendance in places of worship." being a little off, due to the fact that argues that the people of the city do farmers who yet have some of the not go to church because the church does not go after them. Further, Dr.

"The newspaper is by far the best advertising medium for the church Business men do not expect immediate on advertising until they have caught the attention of the public, and then they advertise to keep that attention

Now that's business, and good busi-ness, too. There are churches in (Continued on Last Page) - Richmond that boast of the finest of

Sunday schools, the best of Bible classes, the best of choirs, the finest Every town in Virginia that has of preachers, etc. Why not boast of hem is proud of their big industries, these good things in a way that the An immense tobacco factory, or fur- people at home and the stranger with-

College Man Behind the Plow. It is said that the Southern farmer. as a rule, is a little old fogyish and dustries should not be neglected. I "mightly sot in his ways. One of am inclined to think it would be better for the average Virginia town-ts that "book learning" is not of any terprises than to have just one very service to the man behind the plow. "mightily sot in his ways." Virginia tillers of the soil are rapidly

Carolina, who writes for the Pro-

greatness of the town, and he wants you to see it, too, for every man here believes that Winston-Salem is the greatest town to its inches in the world, and in some respects it is. One is in danger if he does not take in some of the big enterprises while so.

BY ROBERT L. PENNINGTON.

Jonesville, Va., March 4.—M. W Marsden, of Philadelphia, president of the Cedar Valley Oil Company, chartered under the laws of Virginia, and some of the big enterprises while so. cultivation. The college man will be of farming demands much high-class in a position to understand the cause fertilizers and a great deal of agri-

The town of Scottsville, up on

James River, known as "the bixless producing large quantities of grain, town," is not clamoring for a commiswere smaller the past week than they have been since the marketing season epened last November.

The sales of dark tobaccos on the must be admitted that a similar control of the sales of dark tobaccos on the must be admitted that a similar control of the sales of dark tobaccos on the must be admitted that a similar control of the sales of dark tobaccos on the must be admitted that a similar control of the sales of dark tobaccos on the must be admitted that a similar control of the sales of dark tobaccos on the must be admitted that a similar control of the sales of dark tobaccos on the must be admitted that a similar control of the sales of dark tobaccos on the must be admitted that a similar control of the sales of dark tobaccos on the must be admitted that a similar control of the sales of dark tobaccos on the must be admitted that a similar control of the sales of dark tobaccos on the must be admitted that a similar control of the sales of dark tobaccos on the must be admitted that a similar control of the sales of dark tobaccos on the must be admitted that a similar control of the sales of dark tobaccos on the must be admitted that a similar control of the sales of dark tobaccos on the must be admitted that a similar control of the sales of dark tobaccos on the must be admitted that a similar control of the sales of th town," is not clamoring for a commis-Richmond warehouse floors last week footed up about 750,000 pounds. The South, even here in Virginia, although they do them right, they are somewho do things, and to be sure that activities. The banks could secure busifooted up about 100,000 pounds. The south, even here in virginia, although deliveries of dark shipping stocks from the Southside section of the State were larger than usual, due to the were larger than usual, due to the may not be amiss to get posted as to fact that a stronger demand for this fact that a stronger demand for this of goods developed when the The Rev. Charles Stelzle, superinten- slowness consists mainly in making State. of city missions and church and la- the right track. Up-to-date water bor effort in New York, admits that works is the project now on docket the above causes of the falling off in church attendance are correctly enum people are evidently getting a little impatient, and all of this leads the Scottsville Courier in its last issue

to remark: "The Water Committee is not asleep, as some seem to think, but it is working hard to arrive at a decision as to the best plan for supplying the town with water, and at the same time a plan which can be reached by the town's finances. A good water system and the streets covered with a hick layer of rock or sand, would put he town in nice shape."

And so the railroads are not going to quit business and rush into bank-(Continued on Last Page.)

## RICHMOND TO THE NORTHERN NECK

Rich Country in Easy Reach, Effort to Get There Being Made.

ADVANTAGES OF THE GOOD COUNTRY

Extracts From Note Book of a Close Observer-Richmond Chamber of Commerce Right on the Job-The Road Must Be Built-Territory That Will Be Opened Up.

One of the most important matters hat has had the consideration of the whole community of Richmond for a This railroad will have its west the Rappahannock River, near its entrance into the Chesapeake Bay, thus giving it very convenient the Chesapeake Bay

Leading to Rich Territory.
This country has been long known ing the Northern Neck, having establishments nual purchasing power of these stores either directly or indirectly touched by this proposed railroad is inhabited by 70,000 people, and it is confidently expected that there will be a large influx of population thereto with in-creased transportation facilities given by the road.

Ou to Richmond. These people will be put within three and a half hours' time, at the in the gates may know of them, and takes to go to Baltimore, and trains can leave the farthest point in the morning and get to Richmond in ful! time for a business day and leave early enough to enable them to get back home by 11 o'clock at night. In view of the fact that there is not an incorporated town in this whole section-only small villages-and that the citizens can only purchase what is carried by a country store, there is every reason to believe that the retail merchants also will reap very benefits from the operation of this railroad. For the most part, all of the information bearing on the subject tends to show that the majority "It is well said that the benefit of of the people, and especially those in college course in agriculture does the Northern Neck, are well-to-do and are amply able to, and no doubt will, patronize the best stores of this city, and will be purchasers of high-class articles.

Some Other Big Business.

this section

The farmers of this section of the country are reported as being in good condition, and the railroad will add so much to their facilities for marketgone, the profits of the growers of the weed would have been much larger up to now than they have been, and the profits of the remaining half year the profits of the remaining half year would be larger still.

Such a large percentage of the crop in stores or offices or factories are vehicle and harness interests will find a new field for their goods, which will be very great indeed. This country, ties to the merchants in that line of business that would mean considerable The real estate and insurance agents will have a new field open for their ness worth many thousands of dollars,

They Want to Come. Every report from this section of the country emphasizes the fact that these people are anxious to know Richmond, and their every inclination will be identified with us as far as possible. To work down to a concrete proposition what this trade will be worth to Richmond and her merchants is very difficult to do accurately, but with our wholesale people selling to stores purchasing \$5,000,000 annually, and our retail people selling their part to 70,000 people who come to Rich-mond, and with all the other varying interests of our city put in direct touch with the people who have the inclina-tion and ability to deal with us. \$40,-000 for the first year's net profits is

statement. The Richmond, Fredericksburg and (Continued on Last Pare.)